

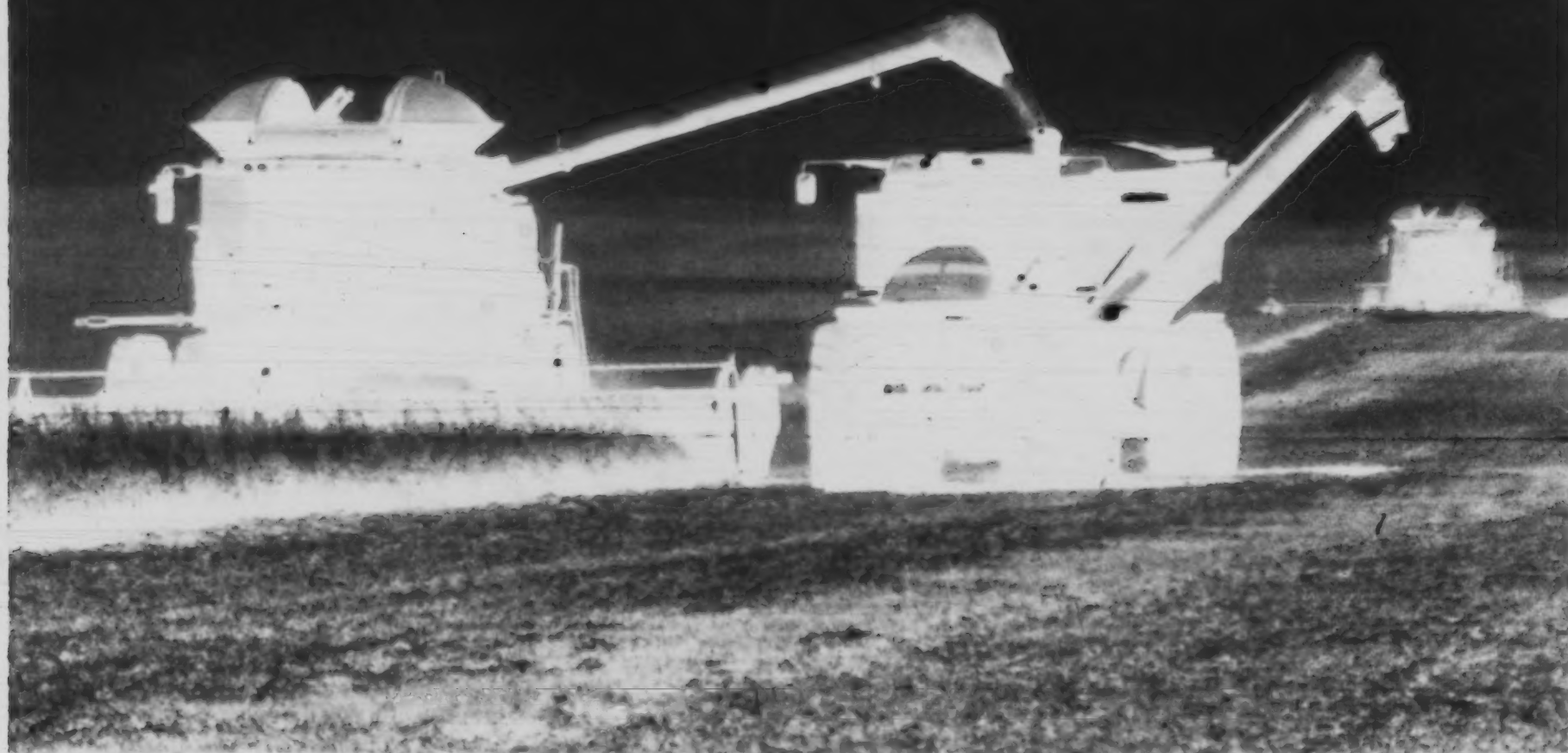
ISSUE 08

# AGRIVIEW

OCTOBER 2009

VOLUME 5

**October is Agriculture Month  
in Saskatchewan page 11**





**DORMANT SEASON SEEDING** PAGE 4

**STRAY ANIMAL REGULATIONS** PAGE 10

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# Minister's Message



**A**s part of the Saskatchewan Party Government's commitment to improve the Crop Insurance Program, we are now providing producers with 100 per cent wildlife damage compensation.

Previously, the Wildlife Damage Compensation Program only offered 80 per cent compensation. The provincial government is now providing the additional 20 per cent in funding to ensure producers receive 100 per cent compensation.

The Wildlife Damage Compensation Program provides compensation on all seeded commercial crops, stacked hay, silage, bales, market gardens, tree nurseries and sod farms for damage caused by white-tailed deer, mule deer, antelope, elk, moose, bison, bears, ducks, geese and sandhill cranes that have not been held in captivity.

In addition, I recently announced beekeepers are now eligible for compensation for damage caused by bears. Compensation is now available for bear damage to bee hives and huts, loss of honey production, and loss of honeybees and leafcutter bee larvae. Bears cause significant damage to bee hives every year in Saskatchewan, and this program improvement will help beekeepers cover these costs.

The Wildlife Damage Compensation Program is administered by the Saskatchewan Crop Insurance Corporation. However, producers do not require a Crop Insurance contract to be eligible for compensation and there are no producer premiums.

Further details on the program are available in this edition of Agriview on page 14.

To register a claim or for more information, producers can contact their local Crop Insurance office.

Sincerely,

Bob Bjornerud

## MANITOBA HOSTS TRI-NATIONAL ACCORD

Further details on the program are available in this edition of Agriview on page 14.

To register a claim or for more information, producers can contact their local Crop Insurance office.

Sincerely,

*Bob Bjornerud*

Bob Bjornerud

## MANITOBA HOSTS TRI-NATIONAL ACCORD

by Sid Friesen,  
Trade Analyst  
Policy Branch

Ministers and senior government officials from six Canadian provinces, five Mexican and seven American states met in Gimli, Manitoba from August 11 to 14 for the 19<sup>th</sup> annual Tri-National Accord.

The Accord meetings allow for direct discussions between state and provincial agriculture officials and their counterparts in the respective federal agriculture and trade departments.

The meetings included a plenary session as well as discussions in various bilateral and trilateral working groups. A number of issues of significant importance to Saskatchewan were dealt with including a discussion on the improper use of the term "swine flu", which has been applied to H1N1 influenza virus. It was noted that the use of colloquial terms has created misleading impressions in the minds of the general public and negatively affected the North American agriculture industry. Canadian, Mexican and American delegates agreed to a joint statement, urging media organizations to use appropriate scientific designations for this disease.

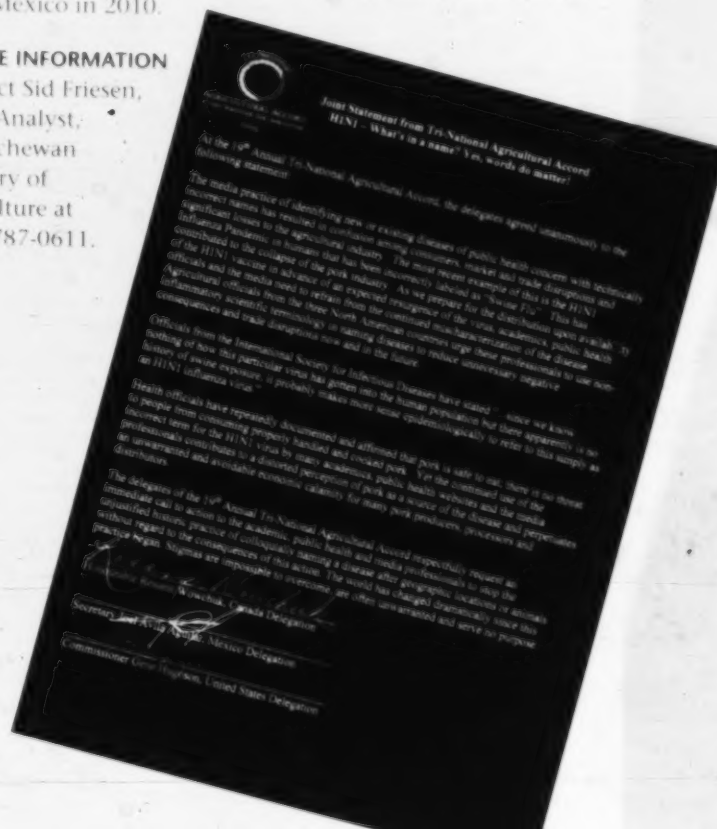
There were also discussions on pesticide regulatory harmonization that included presentations by a number of industry and government representatives. Officials from this Ministry have agreed to work with their North Dakota counterparts to try to ensure that developments in this area benefit growers on both sides of the border. The reinstatement of the North American Free Trade

Agreement Technical Working Group on Veterinary Drugs and Feed remains a priority.

The next meeting of the Tri-National Accord is scheduled to take place in Mexico in 2010.

### FOR MORE INFORMATION

- Contact Sid Friesen,  
Trade Analyst,  
Saskatchewan  
Ministry of  
Agriculture at  
(306) 787-0611.

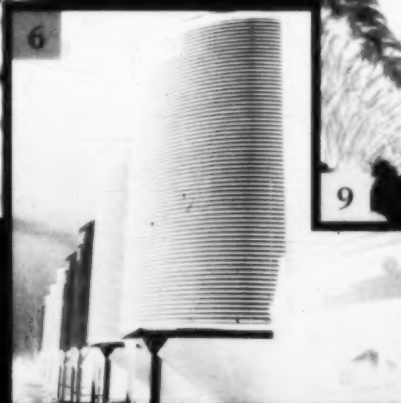




## STORY SNAPSHOTS



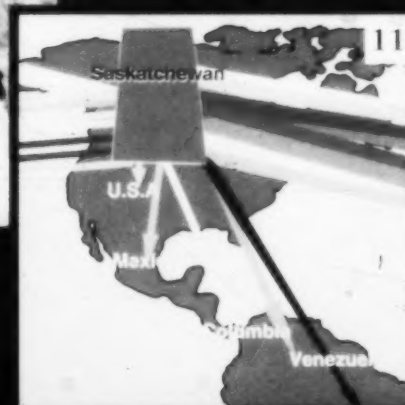
Camelina information day



Farm Safety



Pay to the Brand



Agriculture Month in Saskatchewan

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**Saskatchewan  
Agriculture**

AGRIVIEW is published by the Communications Branch of Saskatchewan Agriculture for Saskatchewan farmers and farm and food organizations. For more information, call 306-787-5160 or e-mail [agriview@gov.sk.ca](mailto:agriview@gov.sk.ca). To view this publication online, visit [www.agriculture.gov.sk.ca/programs-services](http://www.agriculture.gov.sk.ca/programs-services).



CROPS

# Banding urea and anhydrous ammonia in the fall



by Patrick Mooleki, PhD, PAg  
Soil/Nutrient Management Specialist  
Agriculture Knowledge Centre

and



Ken Panchuk, PAg  
Provincial Soils Specialist  
Crops Branch

**B**anding urea and anhydrous ammonia ( $\text{NH}_3$ ) in the late fall can be an excellent soil nutrient management practice.

Urea (46:0:0) and  $\text{NH}_3$  (82:0:0) are nitrogen fertilizers commonly used for late fall banding. When banded in the soil, both urea and  $\text{NH}_3$  convert to ammonium, the stable form of nitrogen that remains fixed to the soil and organic matter throughout the winter.

If you are going to apply nitrogen fertilizer in the fall, you need to minimize potential nitrogen losses through volatilization, leaching and denitrification. This can be achieved by banding the urea and  $\text{NH}_3$  close to freeze-up. Fall soil testing and banding should be done anytime after the soil temperature drops below 10 C. In Saskatchewan, this usually coincides around the end of the first week of October.

If urea is broadcast and left on the surface, it hydrolyses to form ammonia with some of it escaping to the atmosphere (volatilization or

gassing-off). Banding not only stops volatilization losses, it also slows the nitrification process by creating an environment near the band that inhibits the activity of the bacteria that converts ammonium to nitrates. Thus, the nitrogen is retained in the soil as ammonium until the soil warms up in the spring.

Under Saskatchewan conditions, fall banding is as efficient as spring banding, and allows producers to purchase nitrogen fertilizer when prices are generally lower than in the peak spring season.

## 4R Nutrient Stewardship



The 4R Nutrient Management Concept  
Source: International Plant Nutrient Institute.

The fertilizer industry, agrologists and agronomists are continually working to improve nitrogen use efficiency to minimize the risk of impact on the environment.

Currently, the industry is promoting the 4R concept of best management practices for fertilizer application. That is, using the *right source* of fertilizer, applied at the *right rate*, at the *right time* and in the *right place*. Fall banding of urea and  $\text{NH}_3$  under Saskatchewan conditions meets these conditions of good fertilizer management. Improving the nitrogen use efficiency of applied nitrogen fertilizer not only minimizes environmental risk but also improves the yield and quality of crops and enhances economic returns to the producer.

**Use the 4Rs when planning your fertilizer program!**

**FOR MORE INFORMATION**

- Contact your Regional Crops Specialist; or
- Call the Agriculture Knowledge Centre at 1-866-457-2377.

If you are going to apply nitrogen fertilizer in the fall, you need to minimize potential nitrogen losses through volatilization, leaching and denitrification. This can be achieved by banding the urea and  $\text{NH}_4$  close to freeze-up. Fall soil testing and banding should be done anytime after the soil temperature drops below 10 C. In Saskatchewan, this usually coincides around the end of the first week of October.

If urea is broadcast and left on the surface, it hydrolyses to form ammonia with some of it escaping to the atmosphere (volatilization or

The 4R Nutrient Management Concept.  
Source: International Plant Nutrient Institute.

and quality of crops and enhances economic returns to the producer.

Use the 4Rs when planning your fertilizer program!

FOR MORE INFORMATION

- Contact your Regional Crops Specialist; or
- Call the Agriculture Knowledge Centre at 1-866-457-2377.

## SEEDING FORAGES DURING THE DORMANT SEASON



by Andre Bonneau, BSA, PAg  
Forage Management Specialist  
Agriculture Knowledge Centre

### What is dormant-season seeding?

Dormant-season seeding is the seeding of forage late enough in the fall that the seed doesn't germinate until the following spring. The seeds will be protected from the elements all winter and be in the moisture and ready to germinate once the soil warms up in the spring.

### Why seed in the fall?

Most grasses succeed very well when dormant-season seeded. Once the soil warms up, the seeds will germinate and emerge. Moisture is usually plentiful early in the spring. At times, however, frost damage may occur if the seedlings have emerged too early.

Because the seed is vulnerable to predation by mice and insects during the winter, it's best to seed-place the seeds into the soil. Seed broadcast on the surface can also blow away in the wind or wash away in spring run-off.

When seeding areas that are flooded for much of the growing season, dormant-season seeding is a very good option.

### Timing

Timing is tricky with dormant-season seeding. It's important to seed late enough that the seeds do not germinate before freeze-up but not so late that the ground is frozen. Late October to early November is generally the ideal time for dormant-season seeding in most parts of the province.

### Seeding rates

With grasses, it doesn't matter whether you are seeding in the fall or spring: seeding rates should be the same. Alfalfa seed, however, may crack and succumb to fungal infection during the winter. These seeds will not germinate and therefore, seeding rates should be increased by up to 20 per cent to compensate for lost seedlings.

FOR MORE INFORMATION

- Contact your Saskatchewan Agriculture Regional Office; or
- Call the Agriculture Knowledge Centre at 1-866-457-2377.







# Prevent Wildlife Damage on Stored Feed

by *Andre Bonneau, BSA, PAg*  
*Forage Management Specialist*  
*Agriculture Knowledge Centre*

Wildlife can cause significant damage to your stored feed as they forage for food during the winter. Taking a few precautions can help to minimize your feed losses.

## Deer and Elk Damage

Wildlife are attracted to the easiest source of feed available, which is often the feed stored in your yard. If feed is scarce in the wild and your stacks become part of animals' feeding patterns, wildlife damage can be severe.

## Fencing

Fences and barriers are the most reliable method to keep wildlife away from stored feed. A fenced feed yard should be located near the farmyard within sight of the home or working area.

Permanent fencing 2.5 m (8 ft.) high is the most effective way to protect feed yards. Contact your local Saskatchewan Ministry of

Environment office or the Agriculture Knowledge Centre for plans to build permanent fencing. Temporary barriers can be used to surround the hay stack and limit access and deter wildlife.

## Stack Management

Push snow away from stacks to keep wildlife off the hay. Another option may be burying hay bales in single rows. The snow hardens and deer have difficulty accessing the hay.

## Look for Assistance

If wildlife are causing a problem year after year, contact your local Saskatchewan Environment office. Both organizations have a great deal of experience in managing wildlife behaviour and protecting stored feed.

### FOR MORE INFORMATION

- Contact the Ministry of Environment at 1-800-567-4224; or
- The Agriculture Knowledge Centre at 1-866-457-2377; or
- Read "Dealing with Deer and Elk Damage" on the Saskatchewan Environment website at [www.environment.gov.sk.ca](http://www.environment.gov.sk.ca).

## UTILIZING CEREALS FOR GREENFEED



by *Trevor Lennox, MAg, PAg*  
*Regional Forage Specialist, Swift Current*  
*Regional Services Branch*

Greenfeed will have an increased presence on many cattle operations this winter as hay yields were below average in many areas of the province. Producers need to assess the quality of their greenfeed.

The stage of maturity plays a big factor in the quality of the greenfeed. Plants that are cut early, perhaps at the start of heading, will have

### FOR MORE INFORMATION

- Phone your Regional Forage Specialist;
- Phone the Agriculture Knowledge Centre at 1-866-457-2377; or
- Read "Annual Crops for Greenfeed and Grazing" on the Saskatchewan Agriculture website at [www.agriculture.gov.sk.ca](http://www.agriculture.gov.sk.ca) | About Agriculture | Production | Livestock = Feeds | Nutrition.

**The Saskatchewan Green Trades Conference and Tradeshow**

The Saskatchewan Greenhouse Growers Conference has grown

Greenfeed will have an increased presence on many cattle operations this winter as hay yields were below average in many areas of the province. Producers need to assess the quality of their greenfeed.

The stage of maturity plays a big factor in the quality of the greenfeed. Plants that are cut early, perhaps at the start of heading, will have increased digestibility and higher protein compared to plants cut near maturity.

Crops with awns on the seed-head are generally less desirable than varieties without awns. Awns can cause feeding problems. In the case of barley greenfeed, make sure to use a smooth-awned variety.

A high number of weeds in the greenfeed may also cause potential problems and producers should be aware of the types of weeds in the feed.

High potassium levels in greenfeed can be a problem during dry growing conditions on some soils, especially those that are acidic. High levels of potassium in the feed can create a condition where the animals are more susceptible to winter tetany. Winter tetany is a metabolic condition caused by lower than average blood-magnesium levels. This condition occurs when cattle consume poor quality hay or straw, containing low levels of magnesium, or good quality cereal greenfeed or silage with high levels of potassium.

Rodent damage can occur when storing greenfeed bales for more than a year. Rodents will feed on the partially filled grain present in the bales. Greenfeed is best utilized during the feeding season that follows its harvest.

Be cautious when feeding overripe greenfeed bales composed of straw and grain. There have been cases of grain overload, or acidosis, and bloat when cows were able to pick out the heads of grain from the bales. Process the feed by using a bale shredder or tub grinder.

Lastly, it is always advisable to have your feed supply tested so that an appropriate ration can be formulated.

Phone the Agriculture Knowledge Centre at 1-866-457-2377; or

- Read "Annual Crops for Greenfeed and Grazing" on the Saskatchewan Agriculture website at [www.agriculture.gov.sk.ca](http://www.agriculture.gov.sk.ca) | About Agriculture | Production | Livestock - Feeds | Nutrition.

## The Saskatchewan Green Trades Conference and Tradeshow

The Saskatchewan Greenhouse Growers Conference has grown again. This time it has attracted two more like-minded associations and changed its name. It is still being held on November 12 to 14 at the Travelodge in Saskatoon.

The conference is supported by the Saskatchewan Greenhouse Growers Association, Saskatchewan Vegetable Growers Association, and newcomers, Saskatchewan Parks and Recreation Association Inc. and Flowers Canada. This joint conference brings together the province's commercial greenhouse growers, garden centres, field vegetable producers, market gardeners, park operators, recreation practitioners and florists in one location.

This conference has a well-rounded speakers' program of industry leaders, and an outstanding tradeshow. A few of the topics are:

- Becoming a Service Icon in 90 Minutes a Month with Jeff Mowatt
- Development of Common Grounds and Green Spaces by Evergreen
- Starting a New Greenhouse? Let Dr. Mirza Help

This conference is a must-attend event for people who are looking to start in any of these industries, and is a great benefit to current producers. The networking, educational and purchasing opportunities at this function should not be missed.

### FOR MORE INFORMATION

- Visit [www.saskgreenhouses.com](http://www.saskgreenhouses.com), or
- Contact Glen Sweetman, Provincial Specialist, Greenhouse and Nursery, Crops Branch, at (306) 787-6606 or [glen.sweetman@gov.sk.ca](mailto:glen.sweetman@gov.sk.ca).





# Camelina Day - A Learning Opportunity for Saskatchewan Producers



*by Venkata Vakulabharanam, MSc., PAg  
Provincial Oilseed Crops Specialist  
Crops Branch*

Camelina, or false flax, a potential new oilseed crop for the Prairies, has received a lot of attention in the past few years due, in part, to the worldwide interest in bio-fuels. Even the jet fuel market has emerged recently as a potential business opportunity for camelina oil and therefore camelina producers. Other potential bio-products from camelina include fish feed, bio-lubricants and healthy oil.

Camelina is well-adapted to Saskatchewan growing conditions. The crop is highly heat- and drought-tolerant, and shatter resistant, and matures relatively quickly, making it suitable for the warmer and drier regions of Saskatchewan.

To provide producers with more information on this new crop, Western Canada's first camelina information day will be held Nov. 4 at the Travelodge Hotel in Regina. The event has been organized jointly by crop specialists with Saskatchewan Agriculture, Agriculture and Agri-Food Canada, the University of Saskatchewan and the University of Alberta.

Topics will include production, research and marketing. Camelina purchasers, crushers and contractors from Canada and the United States will attend to discuss marketing.

Attendance will be limited by the capacity of the conference room, so please register early by phoning the Agriculture Knowledge Centre at 1-866-457-2377. The registration fee, which includes refreshments and lunch, is \$20 before Oct. 16 and \$30 after. Cash fees only will be accepted at the door.

#### FOR MORE INFORMATION

- Contact Venkata Vakulabharanam, Provincial Specialist, Oilseed Crops, at (306) 787-4668 or [venkata.vakulabharanam@gov.sk.ca](mailto:venkata.vakulabharanam@gov.sk.ca).



Western Canada's first camelina information day will be held on Nov. 4th in Regina.

accepted at the door.

FOR MORE INFORMATION

- Contact Venkata Vakulabharanam, Provincial Specialist, Oilseed Crops, at (306) 787-4668 or [venkata.vakulabharanam@gov.sk.ca](mailto:venkata.vakulabharanam@gov.sk.ca).



Western Canada's first camelina information day will be held on Nov. 4th in Regina.

## HOW TO PREVENT SUFFOCATION IN GRAIN

*Submitted by the Ministry of Advanced Education, Employment and Labour*

In the last two years, there have been three grain entrapment incidents in Saskatchewan that have ended in tragic loss of life.

### What Can Be Done To Prevent Entrapment?

Whenever possible, avoid having to enter grain bins and prevent others from doing so. If you must enter, understand that it is a hazardous activity. It is important to recognize all of the risks and have a plan to control them.

Lockout power to all grain handling equipment and break up crusted grain bridges to avoid being entrapped before entry. Never stand below or adjacent to piled grain within the space.

Have a second person stationed immediately outside the confined space that is trained in rescue procedures and properly equipped.

### If Rescue is Necessary

If rescue is necessary, extricate the worker without entering the space. Do not enter the space unless you are trained and equipped to do so and other rescuers are present.

Before entering, the rescuers should don a full body harness attached to a lifeline. Ensure that there is sufficient air present inside, and that

other rescuers remain outside the space to provide assistance. Work in such a way that additional grain pressure is not exerted on the victim. Remove grain from around the victim using shovels and a grain vacuum conveyer. Use extreme care when the victim is not visible.

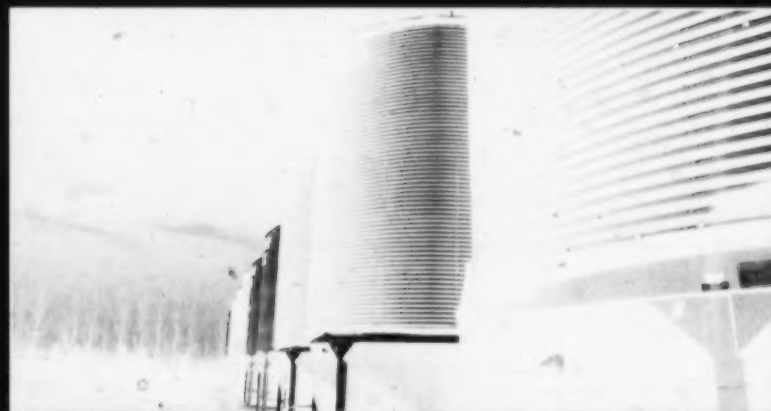
Apply care to the victim as soon as possible, providing such things as breathing assistance, maintenance of body temperature, and emotional support.

### Don't Give Up

Don't give up, even when conditions appear to be grim. People have survived submersion in grain for up to two hours.

FOR MORE INFORMATION

- on grain entrapment procedures or other farm safety issues go to: [www.aecf.gov.sk.ca/ohs](http://www.aecf.gov.sk.ca/ohs), or call 1-800-567-7233.







# Verified Beef Production - Enhancing Consumer Confidence in Canadian Beef

by Jodie Horvath, PAg  
Provincial Coordinator for Saskatchewan VBP

With consumers around the world demanding increasingly higher standards of food production, it's become clear to most Canadian producers that what they do at home is directly connected to how Canadian-produced food is seen. Food safety is seen as a key link in building a brand management package that is marketable to consumers and others in the food chain.

The Verified Beef Production (VBP) program is Canada's on-farm food safety program for cattle producers. VBP is based on a series of Standard Operating Procedures designed to reduce or eliminate the possibility of a food safety concern on a beef cattle operation.

In turn, the Standard Operating Procedures are based on internationally-recognized Hazard Analysis and Critical Control Point (HACCP) standards, which are divided into the must do and recommended categories. Producers can learn more about the HACCP-based standards in a workshop, which last about two hours and is offered at no cost.

Those who choose to register in the Verified Beef Production program are validated for these practices through a third-party, audit-style process. After an initial validation audit, participants declare their conformance by sending in their records or a self-declaration annually.

## Funding Now Available

Cattle producers in Saskatchewan who attend a VBP workshop qualify for new funding offered through Saskatchewan's Growing Forward On-Farm Food Safety (GF/OFFS) Implementation Program.

Producers who choose to become registered can apply to have 50 per cent of the cost of the validation audit covered. Partial funding is also available for the purchase of equipment to cover 50 per cent of the cost up to \$750. This funding supports good on-farm food safety practices.



While the equipment is not required to meet Verified Beef Production program standards, it can help producers do their job easier, more effectively and more efficiently overall. Equipment includes software for record-keeping, livestock weigh scales and head-gates that have neck extensions. Application forms and a list of approved equipment manufacturers are available from the VBP office, or through your local

Ministry of Agriculture Regional Office.

For the growing number of producers who take part in the Verified Beef Production program, the time spent in a workshop is an important investment. VBP is a trusted, recognized program in the marketplace. It will continue to play an important role in evolving regulatory and consumer expectations as food safety continues to grow as a public priority.

## FOR MORE INFORMATION

- Call Jodie Horvath, PAg, at 1-888-675-6177; or
- E-mail [jhorvath@sasktel.net](mailto:jhorvath@sasktel.net); or



are validated for these practices through a third party, and the process. After an initial validation audit, participants declare their conformance by sending in their records or a self-declaration annually.

Consumer expectations as food safety become a top priority.

#### FOR MORE INFORMATION

- Call Jodie Horvath, PAg, at 1-888-675-6177; or
- E-mail [jhorvath@sasktel.net](mailto:jhorvath@sasktel.net); or
- Visit [www.saskvip.ca](http://www.saskvip.ca).

## USING CANOLA AS A FORAGE SOURCE



*by Murray Feist, MSc, PAg  
Ruminant Nutrition Specialist  
Agriculture Knowledge Centre*

### Using canola as a forage source

Producers looking for different forage sources may turn to brassica crops like canola and mustard for hay or silage. When these crops are harvested in the late flowering to early pod stage, canola or mustard often provide average feed values of up to 14 per cent protein and up to 60 per cent total digestible nutrients.

However, when using canola or mustard forages as feed, producers should be aware of some of the following issues:

#### High Sulfur Content

Long-term ingestion of brassica forages may lead to a health condition called polioencephalomalacia, which is caused by consuming too much sulphur. Cattle require 0.40 per cent sulfur in the diet dry matter, but some canola forages will contain 0.50 - 1.30 per cent. To avoid this problem it is recommended that salvaged canola or mustard be feed tested and that sulphur is included in the analysis.

#### Scouring

Long-term feeding of canola or mustard at greater than 60 per cent of the diet may cause scouring.

### Haemolytic Anemia

Brassica forages may contain S-methyl-L-cysteine sulfoxide at levels high enough to be implicated in haemolytic anemia in cattle. Symptoms include feed intake depression, weight loss, weakness and haemoglobinurea. Long term feeding of high levels of brassica forage puts animals at risk of anaemia.

### Goiter

Brassicacans contain elevated levels of isothiocyanates, a compound that can induce goiter in livestock. Symptoms include growth depression, thyroid enlargement, hypothermia and tendon contractions in neonates.

If you are considering using brassicas crops as forage, keep in mind that when harvesting a plant that is too mature (when the lower leaves are falling off) it will result in lower than average feed values.

Canola and mustard can be silaged or hayed and used as livestock feed. Rations for livestock are often formulated to contain no more than 60 per cent of the diet to prevent potential health risks. Producers should ensure that minerals and vitamins be available and consumed at the recommended rates when utilizing brassica forages in their rations.

#### FOR MORE INFORMATION

- Contact your Regional Forage Specialist; or
- Call the Agriculture Knowledge Centre at 1-866-457-2377.





# Government approves changes to Stray Animal Regulations

Saskatchewan Rural Municipalities (RMs) will now be able to collect revenue from the penalties and charges associated with the collection and impoundment of stray animals at a level that recoups the costs involved.

The Government of Saskatchewan has updated the Stray Animals Regulations, guidelines that give RMs the power to manage stray animals, because the previous decade-old fees did not reflect the current costs associated with the management of stray animals.

The new regulations will also clarify definitions, modernize and simplify wording and update the rates which RMs can charge for handling stray animals.

This new fee structure will act as an incentive to farmers to properly maintain their facilities for the confinement of livestock. In addition, some of the changes include the addition of wild boar and bison as being designated animals subject to the authority of municipalities to take recovery action.

The previous fee structure allowed for a maximum of \$5 for impounding a stray and a maximum of \$10 per hour for aiding in restraining or impounding a stray. The rates will change to \$50 and \$20 per hour, respectively. The chart below explains all of the rates and compares the previous and new fees.

#### FOR MORE INFORMATION

- on the new amendment and the new fee guidelines, contact your local RM.

Service Provided	Previous Fees/ Compensation	New Fees/ Compensation
Impounding a stray	Maximum \$5 per animal	Maximum \$50 per animal
Aiding in restraining or impounding a stray	Maximum \$10 per hour per person	Maximum \$20 per hour per person
Providing veterinary services with respect to a stray, including a valueless or dangerous stray	All reasonable charges	All reasonable charges
Providing care and sustenance for restrained or impounded strays	(a) Maximum \$5 per day per head for the first 50 head and restrained and impounded at one time; and (b) \$3 per day per head for each animal over 50 head restrained or impounded at one time	(a) Maximum \$25 per day per head for the first 50 head restrained and impounded at one time; and (b) \$20 per day per head for each animal over 50 head restrained or impounded at one time
Transporting strays and disposing of carcasses of dead strays	(a) \$50 for up to 20 kilometers travelled; and (b) Maximum of \$2 per kilometer travelled in excess of 20 kilometers	(a) \$100 for up to 20 kilometers travelled; and (b) Maximum of \$5 per kilometer travelled in excess of 20 kilometers
Loading of carcass of dead stray	Maximum of \$50 per hour or part of an hour	Maximum of \$100 per hour or part of an hour



## RESEARCH

# THERE'S MORE TO MUSTARD THAN HOT DOG SPREAD

Saskatchewan is the world's largest exporter of mustard seed, and the Saskatchewan Mustard Development Commission (SMDC) has just launched an awareness campaign to show that there is more to mustard than that familiar yellow condiment.

The "Mustard Matters Project", spearheaded by the Commission with financial support from the Canadian Agriculture and Food International Program and Saskatchewan Agriculture's Agri-Value Program, consists of a cookbook and a number of other informational brochures that highlight the many uses of mustard as well as its nutritional benefits. The cookbook also suggests wines that best complement each mustard dish.

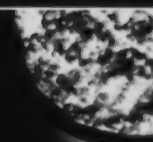
The 66 recipes in the cookbook were prepared by world-class chefs, and highlight mustard's culinary versatility, ranging from Oven Roasted Russian Mustard Cauliflower Soup to Mustard and Black Pepper Pretzels to Grainy Mustard Candied Pecans.

"The idea was to create a vehicle that chefs, caterers and food-lovers could use to become champions of mustard cuisine," explained Chris Smith, Program Manager of Value-Added Processing with the Ministry's Agriculture Research Branch.

The cookbook is being distributed to members of the mustard industry, the culinary community and other VIPs in the hopes that they will use it to promote mustard wherever they go. Ordinary food-lovers can obtain a copy by calling the Saskatchewan Mustard Development Commission at 306-975-6629 (there is a \$10 handling fee) or by visiting their website at [www.saskmustard.com](http://www.saskmustard.com).

	kilometers	excess of 20 kilometers
Loading of carcass of dead stray	Maximum of \$50 per hour or part of an hour	Maximum of \$100 per hour or part of an hour
Advertising restraint of a stray	All reasonable charges	All reasonable charges
Disposing of a valueless or dangerous stray where authorized by an administrator	Maximum \$10 per hour	Maximum \$50 per hour to a maximum of \$500 per animal
Travel related to destroying a valueless or dangerous stray	Maximum \$0.45 per kilometer	No change

*Russian Mustard  
Glazed Baby Carrots*

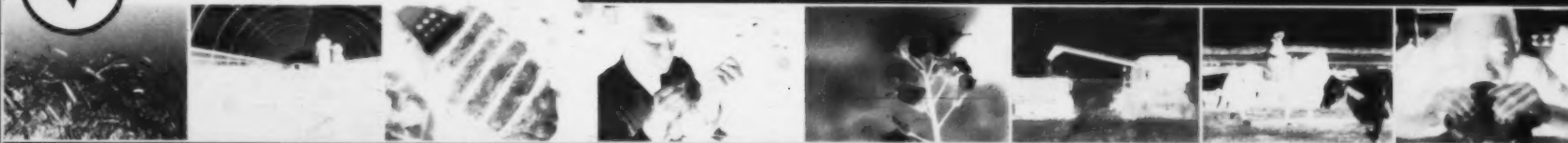


Each tiny mustard seed contains a wealth of essential minerals, including calcium, iron, manganese, phosphorous, zinc, selenium and magnesium. It can help protect against certain cancers, as well as cardiovascular disease, hypertension and diabetes. It is about 25 per cent protein, contains no cholesterol and is a good source of omega-3 fatty acids. It is a wonder spice with an ancient pedigree and an exciting future.





AGRICULTURE MONTH



# Saskatchewan's agriculture industry: Backbone of Saskatchewan and Supplier to the World

**O**ctober is Agriculture Month in Saskatchewan.

The month of October was selected for the recognition of agriculture in this province for three reasons: harvest is usually concluded; the Thanksgiving holiday is celebrated; and the United Nations' World Food Day is observed on Oct. 16.

While other revenue generators in Saskatchewan like potash, uranium, oil and gas have become the focus of our economy in recent years, agriculture remains our province's backbone.

Not only does agriculture support Saskatchewan, but we're supporting the world by supplying them with the goods and services they need to succeed. Consider these three facts:

## Japan

In 2008, 98 per cent of all Saskatchewan exports to Japan were agri-food exports. Canola seed and wheat top those lists, totalling over \$800 million.

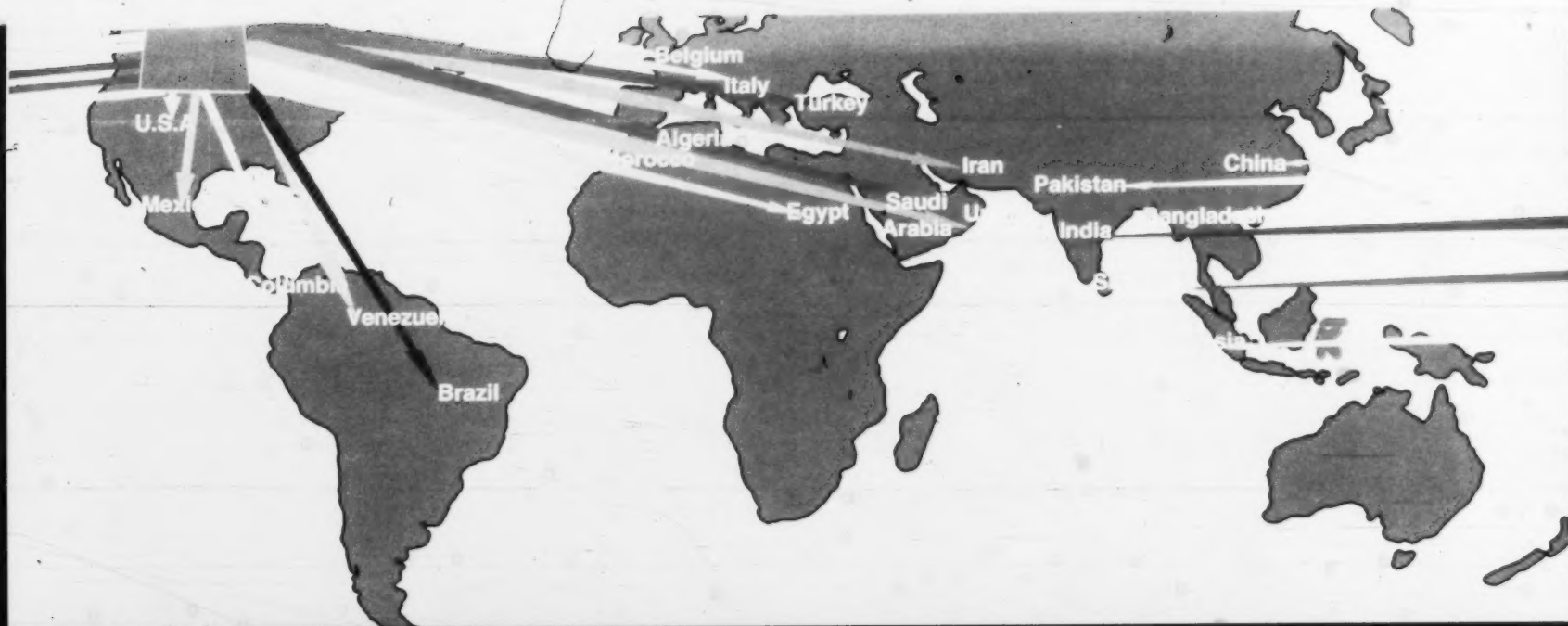
## Turkey

Turkey was Saskatchewan's largest market for lentils in 2008. In fact, lentil exports to that country were up a phenomenal 232 per cent over the year before.

Saskatchewan Agriculture is constantly working with its international counterparts to diversify markets even further, and encourage business.







- In 2008, Saskatchewan exported \$9.7 billion in agri-food products to the world
- Agri-food exports accounted for 32 per cent of total exports in 2008 (\$30 billion)
- Saskatchewan exported at least \$100 million in agri-food products to 21 different countries in 2008

How many other sectors of our economy can say that?

Of our exports, cereal crops, pulses and canola make up the largest volumes, and they're going to countries you might not realize.

### India

Saskatchewan is the world's largest supplier of peas to India (\$383 million). Other pulses, such as lentils and chickpeas, total another \$40 million, which is somewhat staggering considering the Indian diet revolves around pulse foods.

relationships with countries that may not have considered Saskatchewan before.

Of course, other aspects of agriculture play a role in international relations, as well. Saskatchewan's fertilizer and farm implement industries command attention, too. And they're getting it. In fact, nearly \$400 million in agricultural equipment exports went out our doors in 2008.

While agriculture has had its ups and downs, the industry remains strong and steady. Agriculture Month is a great opportunity to reflect upon our past successes, while looking to the future of opportunity.

As you celebrate Agriculture Month, take a moment to share a word of thanks and appreciation to those around you. After all, we're all a part of the bigger picture, and we all have a hand in Saskatchewan's success.







Growing Forward



# Farm Business Development Initiative

## What is your Marketing Strategy?



by Leroy Bader, PAg  
*Regional Farm Business Management Specialist - Tisdale  
Regional Services Branch*

The Farm Business Development Initiative (FBDI), part of the Growing Forward framework, includes nine progressive farm business management practices. This article continues a nine part series and focuses on the Marketing Strategy.

### Marketing Strategy

Whether you are experienced, expanding or just starting to improve your marketing skills, your plan can lead to better informed marketing decisions and greater farm profitability.

Marketing your products and services effectively is a necessary part of overall business success. Unless you have good knowledge of the sector you operate in and how your products satisfy a need, it is difficult to take advantage of opportunities and to customize production. Here are some things to consider when planning a marketing strategy.

as inflation, interest rates, unemployment, cost of living, bankruptcies, weather disasters, wars and government policy all have an influence on your business, your suppliers and your customers. For example, a natural disaster can affect crop production in one area of the world, creating a shortfall of product in that country and an opportunity for Saskatchewan producers to make up that shortfall.

Commodity marketers also need to fully understand global supply and demand, world weather patterns, stock to use ratios and other factors affecting distribution. These variables affect planting intentions and marketing decisions.

### How will you manage risk?

Managing market risk is a key element in your marketing strategy. Traditional insurance cannot protect you from all risks, especially price risk. The use of strategies such as the futures market to hedge against price risk is common for grain and livestock producers, processors and merchandisers alike.

The FBDI is available to help you gain a better understanding of the nine farm business management areas. Assistance is available to assess your business and create a farm development plan.

you operate in and how your products satisfy a need, it is difficult to take advantage of opportunities and to customize production. Here are some things to consider when planning a marketing strategy.

### What is agricultural marketing?

Agricultural marketing consists of all of the activities involved in transferring a product from the farm to the consumer. Marketing is not just the final transaction of receiving a cheque. To plan appropriately, a marketing strategy would include supplies required, equipment purchase or rental, labour payments, advertising, processing and selling.

### Who is your customer?

It is crucial that you understand your buyers' needs, taking into consideration whether you are dealing with local, regional, national, or international distributors and retailers. Knowing what your buyers' needs are and where you can provide for those needs is becoming increasingly important and will keep you one step ahead of your competitors.

Selling your products directly to the consumer (direct marketing) is one option that can help you receive a larger share of the food dollar and possibly a higher return on each unit sold.

### What issues are going on around you?

Increasing global competition and other international issues have an impact on the business environment and marketing success. Issues such

The FBDI is available to help you gain a better understanding of the nine farm business management areas. Assistance is available to assess your business and create a farm development plan.

### FOR MORE INFORMATION

- Contact your local Regional Farm Business Management Specialist; or
- Visit our website at [www.agriculture.gov.sk.ca](http://www.agriculture.gov.sk.ca).

### The nine progressive farm business management practices

- Business strategy (Strategic Planning)
- Marketing
- Production economics
- Human resources
- Financial management
- Succession planning
- Business structure
- Environmental strategy
- Risk assessment

### Who's your Regional Farm Business Management Specialist?

Moose Jaw	Watrous	Tisdale	Kindersley	North Battleford	Weyburn	Outlook
Ralph Howes (306) 694-8999	Brenda Stefanson (306) 946-3214	Leroy Bader (306) 878-8841	Shankar Das (306) 463-5513	Morley Ayars (306) 446-7479	Lyle Ballard (306) 848-2393	Richard Wharton (306) 867-5577

Prince Albert	Yorkton	Swift Current
Cyril Laforge (306) 953-2774	Don Surminsky (306) 786-1507	Donna Sagin (306) 778-8216





## Growing Forward



# Using your Business SAVI for Marketing



by Rachel Kraynick, PAg  
*Agri-Business Information Specialist  
Regional Services Branch*

As a part of the Growing Forward program, Saskatchewan Agriculture's newly announced **Saskatchewan Agri-Value Initiative (SAVI)** was designed to help farmers and non-farmers in the development and expansion of small to medium-sized enterprises who are involved in value-added processing of primary agricultural products. One of the four components of SAVI is marketing activities, which include building business alliances to identify business opportunities.

SAVI can support incremental marketing activities in the idea, concept, prototype and operational stages when you have a new product or an existing product that you want to introduce to a new marketplace. Examples of funding through SAVI include:

- Hiring a consultant to conduct a market assessment which can identify potential customers, competition, market size, high volume users or high value product opportunities;
- Conducting focus testing sessions with customers;

- Participating in marketing activities such as trade shows, sales missions, product presentations in order to launch your product into a new market;
- Assisting with the creative development of promotional materials or product labels.

SAVI can also fund the cost of a facilitator to help the group develop a strategic plan, provided that three or more businesses decide to work together in developing a strategy to become more profitable or competitive within the region, or within the industry as a whole. This component encourages a conglomerate of companies to think about regional economies instead of an individual company, in terms of supporting infrastructure to increase productivity levels, innovations and economic growth. If strategic alliances between companies are developed, then these networks will ensure capital, resources and skills of the region are combined to promote innovation. Eligible costs for this component cover the cost of a facilitator.

Applicants can receive up to \$20,000 under the marketing component of the SAVI program with 50 per cent matching by the applicant. Please note that the marketing component of SAVI does not fund the development of business plans, marketing plans or ongoing marketing activities for businesses.

#### FOR MORE INFORMATION:

- Contact your Regional Farm Business Management Specialist; or

users or high value product opportunities;

- Conducting focus testing sessions with customers;

of the SAVI program with 50 per cent matching by the applicant. Please note that the marketing component of SAVI does not fund the development of business plans, marketing plans or ongoing marketing activities for businesses.

#### FOR MORE INFORMATION:

- Contact your Regional Farm Business Management Specialist; or
- Visit [www.agriculture.gov.sk.ca](http://www.agriculture.gov.sk.ca).



## HOT OFF THE PRESS

### Hot off the Press – October

Saskatchewan Agriculture is constantly updating the information it makes available to Saskatchewan residents. The most current version of any document posted on our website is available to be downloaded. To request a copy of any items call the Agriculture Knowledge Centre at 1-866-457-2377. Below is a list of the latest documents posted, as well as the most frequently visited pages, on our website at [www.agriculture.gov.sk.ca](http://www.agriculture.gov.sk.ca).

#### Cyanobacteria (Blue Green Algae) and Livestock Deaths Monitoring Project

Cyanobacteria in water bodies have become a serious problem across Canada due to their adverse effects on aesthetics and recreation, and the more severe water quality issues of offensive odour, unpalatability and the production of lethal toxins. **Visit:** Production | Livestock-Health.

#### Agricultural Burning - FAQs

Burning may seem like a simple method of managing crop residue, but it is actually expensive and damaging. **Visit:** Environment | Stewardship | Agricultural Burning Awareness.

#### Early Frost and Nitrates - FAQs

What happens to the plant after a frost? What parts of the plant are most critical to look at in the event of a frost? How can I tell how severe the frost was? Where do nitrates come from? **Visit:** Production | Crops-Harvesting.

#### Effect of Fall Frost on Seed Quality

On occasion Saskatchewan may experience cool growing conditions resulting in delayed seeding and slow crop development. When early fall frosts impact immature crops, seed quality can be drastically impaired.

**Visit:** Production | Crops-Harvesting.

**Cattle Marketings** - Provides a monthly summary, annual reports and historical information of Saskatchewan cattle marketings and prices. **Visit:** Statistics | Livestock.

**Did you know that Saskatchewan Agriculture's website has visitors from more than 200 countries annually? Over 60 per cent of the visits to our website come from foreign countries.**

## THINNING THE BORDER

Develop your exporting capabilities during an educational trade mission to Minot, North Dakota on Oct. 21-22. Trade Team Saskatchewan is leading the two-day *Thinning the Border* event designed for businesses with either little or no exporting experience. With a program geared to agricultural exports, the trade mission will help you make the "thick" border thin.

During *Thinning the Border*:

- Learn about U.S. marketing opportunities in Minot and beyond.
- Tour warehouse and transportation facilities.
- Meet local business people.
- Connect with exporting experts, including trade commissioners, customs brokers and many others.

For advanced exporters, meet one-on-one with U.S. Customs officials, distributors and logistics agencies to discuss taking your product or service across the border.

Registration is \$179.00 CDN plus GST.

#### FOR MORE INFORMATION

- Contact Pat Rediger at (306) 522-9326; or
- e-mail [prediger@benchmarkpr.ca](mailto:prediger@benchmarkpr.ca); or
- Visit [www.tradeteam.sk.ca](http://www.tradeteam.sk.ca).
- To register, visit [www.pricatic.com/ticket/thinningtheborder](http://www.pricatic.com/ticket/thinningtheborder).







# Producers compensated 100 per cent for wildlife damage

Changes to the Wildlife Damage Compensation Program ensure producers are fully reimbursed for crop damage caused by wildlife.

Agriculture Minister Bob Bjornrud announced in February producers will receive 100 per cent compensation on any claims \$150 and over. This initiative was part of the 12 recommendations addressed as a result of the Saskatchewan Crop Insurance Review, which took into account producer and industry input.

This is accomplished through an increased investment from the Government of Saskatchewan. The federal and provincial governments cost-share the first 80 per cent of program funding – 60/40, respectively. Beginning in 2009, the provincial government will contribute the remaining amount to provide 100 per cent compensation. There are no costs or premiums to producers.

**All Saskatchewan producers are eligible for the Wildlife Damage Compensation Program.** Although the program is administered by the Saskatchewan Crop Insurance Corporation, which assesses and pays claims, affected producers do not have to be Crop Insurance customers to receive compensation.

Compensation is available for damage caused by white-tailed deer, mule deer, antelope, elk, bear, moose, bison, ducks, geese and sandhill cranes that have not been held in captivity.

Crops eligible for compensation include all seeded commercial crops in Saskatchewan, stacked hay, silage, bales, honey, market gardens, tree nurseries, sod farms and leafcutter bees and their structures. **Also new for 2009, honeybees and their structures will be eligible for compensation in cases of bear ravaging.**

The program provides reimbursement to producers for the cleaning of excreta-contaminated grain. This rate is set yearly based on information from the Canadian Grain Commission and primary elevators. A handling allowance is also available to producers who submit a receipt for cleaning excreta-contaminated grain.

Producers making a claim will receive initial payments made at 75 per cent of surveyed crop prices in September. Final values are set based on a six-month average price survey conducted from September to February.

Producers are required to make reasonable efforts to control and limit wildlife damage. Such actions include allowing hunters reasonable access to farmland where wildlife damage occurs and harvesting early in the fall to avoid over-winter damage.

If producers are Saskatchewan Crop Insurance customers, wildlife damage will not negatively affect their long-term individual yield.

Wildlife damage must be reported to the nearest Saskatchewan Crop Insurance customer service office. Inspections are completed on standing or swathed acres; the crop cannot be harvested until the inspection has been completed.

For more information on program details, eligible crops, producer obligations or filing a claim:

- Contact your nearest customer service office;

- Call 1-888-935-0000; or

- Visit



Crop insurance compensation include all seeded commercial crops in Saskatchewan, stacked hay, silage, bales, honey, market gardens, tree nurseries, sod farms and leafcutter bees and their structures. **Also new for 2009, honeybees and their structures will be eligible for compensation in cases of bear ravaging.**

- Contact your nearest customer service office;
- Call 1-888-935-0000; or
- Visit [www.saskcropinsurance.com](http://www.saskcropinsurance.com).

## SASKATCHEWAN AGRICULTURE LAUNCHES NEW TRADE POLICY NEWSLETTER



by Randy Graham  
Investment Strategist  
Policy Branch

The Saskatchewan Ministry of Agriculture is developing a newsletter which will provide information and discuss trade issues of importance for the province's processors and producers.

Beginning in fall 2009, quarterly newsletters on Trade Policy will be prepared by the Saskatchewan Ministry of Agriculture's Policy Branch. The newsletters will provide information on the emerging trade issues and provide updates on on-going issues. In order to maximize distribution, the newsletters will be posted on the Ministry's website at [www.agriculture.gov.sk.ca](http://www.agriculture.gov.sk.ca). Additionally, the branch will inform producers and processors of important issues and undertakings through articles published in Agriview.

Saskatchewan's agricultural production is highly dependent upon exports, with the top exports being wheat, barley, canola, livestock and pulses. Consequently, Saskatchewan Agriculture has a keen interest in world trade issues. In order for the province's agriculture industry to prosper, it's important the industry is informed and updated on the latest trade policy matters.

Trade issues can be quite complex and can take years to address. Solutions can come from either dispute settlement actions under

the World Trade Organization (WTO), or they may be addressed in bilateral government to government negotiations on a specific issue. Additionally, long-term solutions may be agreed to through the WTO negotiations or bilateral free trade agreements. However, even when solutions are agreed to in forums such as the WTO, countries will always seek out new ways to protect their domestic producers. For example, the WTO agriculture agreement converted quotas and other import restrictions to a tariff system. The goal was to make the market more predictable and essentially increase market access. One of the consequences is that countries have increasingly turned to technical barriers to trade and other non-tariff trade barriers.

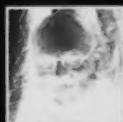
The content of the newsletter will vary and will address current interests and/or areas of concern for Saskatchewan producers and processors. Specific information on Canada's and Saskatchewan's position on trade issues will build understanding of the complex situations associated with international trade. Status of trade associated with specific agricultural products will be highlighted.

### FOR MORE INFORMATION

- Contact James Kettel, Manager, Trade, Competitiveness and Agri-Food Development Unit, at (306) 787-5139.



# Meet the Kindersley Regional Office Staff



*by Bill Henley  
Manager, Western Region  
Regional Services Branch*

The Kindersley Regional Office opened for business in April of 2009. The official grand opening with all staff members in place was on August 6, 2009.

The Kindersley Regional Office shares a building with the Saskatchewan Crop Insurance Corporation (SCIC) and a staff member from the Ministry's Financial Programs Branch. The office is located in downtown Kindersley at 409 Main Street.

The office employs specialists with expertise in livestock, crops, forages and farm business management.

Dwayne Summach, Regional Livestock specialist, has a BSA and M.Sc. from the University of Saskatchewan. His work experience includes research associate at Western Beef Development Centre, rangeland agrologist with the Grazing and Pasture Technology Program, Ruminant Nutritionist and Farm Production specialist – forages with Manitoba Agriculture, Food and Rural Initiatives.

John Hauer, Regional Forage specialist, grew up in the Lloydminster area and received a BSA from the University of Saskatchewan. He has 19 years of experience with the Ministry of Agriculture Lands Branch as both a land and resource agrologist.

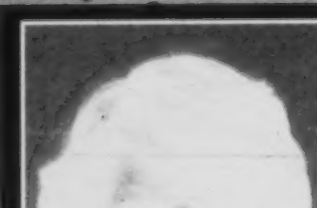
John Ippolito, Regional Crops specialist, has a BSA from the University of Saskatchewan. He has experience in the farm supply retail sector as well as 22 years experience with the Ministry of Agriculture as extension agrologist and agri-business development specialist.

Shankar Das, Regional Farm Business Management specialist brings an interesting mix of education and experience to the office. He has a M.Sc. from the University College of Wales, a PhD from the University of Guelph as well as an MBA from the University of Saskatchewan. He has worked for Ag-West Bio, National Research Council and Back-Track Investigations.

These specialists are supported by Ann Dies, Regional Service representative and Merlaine Minchin, Administration Support. Ann grew up on a farm in Australia and has worked for the Ministry of Agriculture and SCIC as a customer service representative. She is also involved in the operation of the



**Merlaine Minchin**  
Administration Support  
(306) 463-5479



Agriculture as extension, biologist and agri-business development specialist.

Shankar Das, Regional Farm Business Management specialist brings an interesting mix of education and experience to the office. He has a M.Sc. from the University College of Wales, a PhD from the University of Guelph as well as an MBA from the University of Saskatchewan. He has worked for Ag-West Bio, National Research Council and Back-Track Investigations.

These specialists are supported by Ann Dies, Regional Service representative and Merlaine Minchin, Administration Support. Ann grew up on a farm in Australia and has worked for the Ministry of Agriculture and SCIC as a customer service representative. She is also involved in the operation of the family farm at Netherhill. Merlaine has worked for SCIC as a field adjuster and Customer Service Representative. Prior to that, she operated a small business in Kindersley.

The staff at the Kindersley Regional Office look forward to working with producers and industry in the region. They are available for individual consultations or farm visits and can provide information on programs.

FOR MORE INFORMATION

- Contact the Kindersley Regional Office today at (306) 463-5513; or
- Visit our website at [www.agriculture.gov.sk.ca](http://www.agriculture.gov.sk.ca).



Ann Dies  
Regional Service  
Representative  
(306) 463-5513



John Ippolito  
Regional Crop Specialist  
(306) 463-5442



John Hauer  
Regional Forage Specialist  
(306) 463-5507



Dwayne Summach  
Regional Livestock  
Specialist  
(306) 463-5445



Shankar Das  
Regional Farm Business  
Management Specialist  
(306) 463-5446



## EVENTS CALENDAR

DATE	EVENT	LOCATION	PHONE	INTERNET
Oct. 5 - 7	National Agriculture Awareness Conference	Saskatoon	1-866-457-2377	<a href="http://www.naac-cnsa.com">www.naac-cnsa.com</a>
Oct. 17 - 18	Lloydminster Alpaca Showcase	Lloydminster	306-825-6265	<a href="http://www.agriculture.gov.sk.ca/Calendar">www.agriculture.gov.sk.ca/Calendar</a>
Oct. 22 - 25	Western Canada Fairs Association 86th Annual Convention	Saskatoon	306-692-7357	<a href="http://www.agriculture.gov.sk.ca/Calendar">www.agriculture.gov.sk.ca/Calendar</a>
Oct. 31	Crop Insurance Deadline to pay 2008 premiums without interest being charged		1-888-935-0000	<a href="http://www.saskcropinsurance.com">www.saskcropinsurance.com</a>
Nov. 10	SARM 2009 Midterm Convention	Regina	306-757-3577	<a href="http://www.sarm.ca">www.sarm.ca</a>
Nov. 12	Farmers with Disabilities - Peer Mentoring Workshop	Saskatoon	306-374-4448	<a href="http://www.agriculture.gov.sk.ca/Calendar">www.agriculture.gov.sk.ca/Calendar</a>
Nov. 11 - 14	Grain Millers Harvest Showdown Tradeshow	Yorkton	306-783-4300	<a href="http://www.yorktonexhibition.com">www.yorktonexhibition.com</a>
Nov. 13 - 14	Saskatchewan Greenhouse Growers Association (SGGA) and Saskatchewan Vegetable Growers Association (SVGA) Conference	Saskatoon	306-387-6610	<a href="http://www.saskgreenhouses.com">www.saskgreenhouses.com</a>
Nov. 15	Crop Insurance Deadline to file Production Declarations.		1-888-935-0000	<a href="http://www.saskcropinsurance.com">www.saskcropinsurance.com</a>
Nov. 15	Crop Insurance Deadline to submit yield-loss claims (without penalty) on harvested cereal, oilseed, pulse and potato crops and request any extensions of insurance on unharvested acres.		1-888-935-0000	<a href="http://www.saskcropinsurance.com">www.saskcropinsurance.com</a>
Nov. 17 - 18	2009 Saskatchewan Pork Industry Symposium	Saskatoon	306-244-7752	<a href="http://www.saskpork.com">www.saskpork.com</a>
Nov. 19	"When Pigs Fly" Organic Marketing Workshop	Saskatoon	1-866-457-2377	<a href="mailto:info@organicconnections.ca">info@organicconnections.ca</a>
Nov. 23 - 28	Canadian Western Agribition	Regina	306-565-0565	<a href="http://www.agribition.com">www.agribition.com</a>

## FORAGE, FEED AND CUSTOM SERVICES LISTING

If you have feed to sell, the Saskatchewan Ministry of Agriculture's Forage, Feed and Custom Services Listing is a good place to advertise. The service is free and it gives buyers, sellers and service providers an opportunity to connect in an electronic marketplace.

Through the Saskatchewan Agriculture website, clients can enter information on the products or services they wish to make available.

Producers looking for products and services can also use the listing. An interactive map panel helps clients choose a specific rural municipality in the province. Clients can also search beyond Saskatchewan using the map or links in Alberta, Manitoba, North Dakota, Montana and Ontario.

The Forage, Feed and Custom Services Listing is an effective way to buy



## FORAGE, FEED AND CUSTOM SERVICES LISTING

If you have feed to sell, the Saskatchewan Ministry of Agriculture's Forage, Feed and Custom Services Listing is a good place to advertise. The service is free and it gives buyers, sellers and service providers an opportunity to connect in an electronic marketplace.

Through the Saskatchewan Agriculture website, clients can enter information on the products or services they wish to make available. Clients without Internet access can call the Agriculture Knowledge Centre or their local Saskatchewan Agriculture Regional Office for a copy of listings, or to have information listed on the site.

Information is categorized by type and location, and is automatically deleted from the list after the client-selected advertisement period passes. Clients can advertise services such as seeding, spraying, custom grazing and custom feeding, in addition to feed grains and forage.

Producers looking for products and services can also use the listing. An interactive map panel helps clients choose a specific rural municipality in the province. Clients can also search beyond Saskatchewan using the map or links in Alberta, Manitoba, North Dakota, Montana and Ontario.

The Forage, Feed and Custom Services Listing is an effective way to buy and sell. Listings are free and available to all residents of Western Canada.

### FOR MORE INFORMATION

- Contact the Agriculture Knowledge Centre at 1-866-457-2377; or
- Visit [www.agriculture.gov.sk.ca/FeedForageListing](http://www.agriculture.gov.sk.ca/FeedForageListing).

### Gopher Control Rebate

The Saskatchewan Ministry of Agriculture is offering a 50 per cent rebate to Saskatchewan producers who used eligible products to control the gopher population.

Rebates apply to products purchased between August 1, 2007, and October 1, 2009. Deadline for applications is January 29, 2010.

A complete list of products covered under the program can be found at [www.agriculture.gov.sk.ca/gopher-rebate](http://www.agriculture.gov.sk.ca/gopher-rebate).

Application forms are available at your local RM office, any Saskatchewan Agriculture regional office, or by visiting the website.

For more information call toll-free 1-866-947-9113 or e-mail [gopher@gov.sk.ca](mailto:gopher@gov.sk.ca).



Saskatchewan  
Ministry of  
Agriculture



Saskatchewan  
Agriculture

